

SETA Offeror's Conference Notes
January 7, 2025, 10 AM Via Zoom

Attendees: Anita Maldonado (SETA), Mario Maslac (SETA), Kenji Castro (SETA), Victor Han (SETA), Johnna Hensen (ATG), Kerstin Carr (ATG), Andrea Martinez (GA Technical Services), Voja (Gigakom), Jared (AMS), Nick Berghoudian (NetSync). Johnna led the meeting and introduced the participants from SETA and ATG. Johnna explained that the meeting is not required to bid, and bids will be accepted from vendors that were not present at the meeting.

Installation

Installation is not needed for any of the hardware, including the firewall. The agency will be handling the installation of the equipment.

Licenses

Access point licenses were not requested. The agency already has a pool of licenses and are only looking for the hardware.

Firewall

A vendor questioned the quantity of one day for the consult and mentioned that he had not quoted Palo Alto, but his understanding is there is a 5 day minimum for this part number. The agency is unaware of this and is investigating. This information will be uploaded to the Form 470 once clarification is made.

Manufacturer response: They are correct. It's 5 day minimum. ~\$25k

Services Only (Both SKUs are required)

Pan-consult-prjm-day-fw

Pan-consult-day-fw QTYx5 (5 days minimum)

- They can use the FW sku for consulting hours for any of the firewall products and/or subs. Whatever time they have, can be used. The only boundaries is that the FW sku can't be used for Prisma cloud, prisma access or cortex items
- This SKU is utilized in 4-hour increments; each use is billed for a minimum of 4 hours at a time.
- They have 1 year to use it.

Agency response: The agency is removing PAN-CONSULT-DAY-FW from the request. Any vendor that quotes it will still be considered. However, that part number will not be taken into consideration during the evaluation process.

RFP Questions

There was a question about the RFI date. Johnna restated the RFI due date is January 23, 2025, at 10 AM PST, the RFI Q&A publication is January 23rd and bid due date is February 5, 2025 at 10 AM PST.

A vendor noted that the RFP is asking for Juniper hardware with a mix bag of Cisco access points and Palo Alto firewall. They asked if the agency would entertain a full Juniper platform. Kenji said they would be open to different platforms and happy to see different comparable products and then determine how comparable they are feature wise and determine from there. The vendor stated that they had been working with a Juniper partner and would be quoting as requested in the RFP and also include a full Juniper Option.

Network Design

A vendor asked if the existing infrastructure is Palo Alto, Juniper and Meraki and if the RFP is just updating the current hardware. Kenji confirmed all to be correct.

Johnna explained that vendors were welcome to leave the meeting if they had no further questions and that the team would be available until 10:30 if they wanted to rejoin and ask additional questions. The SETA and ATG team stayed on the call until 10:30 AM PST.